

ELLIS:LAWHORNE

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June 1, 2006

FILED ELECTRONICALLY AND VIA-HAND-DELIVERY

The Honorable Charles L.A. Terreni
Chief Clerk
South Carolina Public Service Commission
Synergy Business Park, Saluda Building
101 Executive Center Dr., Suite 100
Columbia, SC 29210

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SO. CAR. P.S.C.
JUN 1 11 32 AM
COLUMBIA, SC

RE: Application of **Navacore, LLC** for a Certificate of Public Convenience and Necessary to Provide Resold and Facilities-Based Interexchange and Local Exchange Telecommunications Services, for Flexible Rate Structure for Local Exchange Service Offerings First Approved in Docket No. 97-467-C and for Alternative Regulation first approved in Docket No. 95-661-C, **Docket No. 2006-111-C, Our File No. 1130-10346**

Dear Mr. Terreni:

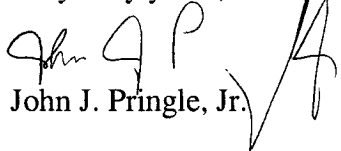
Enclosed is the original and one copy of the **Testimony of William Hubbartt** filed on behalf of Navacore, LLC in the above-referenced docket.

I request that the Commission grant the Applicant a two-day extension of time to file the attached testimony, from May 30th until June 1st. Counsel for the Applicant has attempted to contact counsel for the other parties in this Docket to discuss this request, but has discovered that both are out of the office.

By copy of this letter, I am copying all parties of record and enclose my certificate of service to that effect. Please acknowledge your receipt of this document by file-stamping the copy of this letter enclosed, and returning it with the bearer of these documents.

With kind regards, I am

Very truly yours,


John J. Pringle, Jr.

cc: Margaret Fox, Esquire
Wendy B. Cartledge, Esquire
all parties of record

Enclosures

THIS DOCUMENT IS AN EXACT DUPLICATE OF THE E-FILED COPY SUBMITTED TO THE COMMISSION IN ACCORDANCE WITH ITS ELECTRONIC FILING INSTRUCTIONS.

BEFORE THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA
DOCKET NO. 2006-111-C

SC PUBLIC SERVICE
COMMISSION
2006 JUN -1 PM 3:25

FILED

IN RE:

Application of)
)
NAVACORE, LLC)
)
For a Certificate of Public)
Convenience and Necessity)
To Provide Facilities-Based and)
Resold Local Exchange and)
Interexchange Telecommunications)
Services Within the)
State of South Carolina and for)
Alternative Regulation First)
Approved in Docket No. 95-661-C)

CERTIFICATE OF SERVICE

This is to certify that I have caused to be served this day, one (1) copy of the **Testimony of William Hubbartt** via electronic mail service and by placing a copy of same in the care and custody of the United States Postal Service, with proper first-class postage affixed hereto and addressed as follows:

Wendy Cartledge, Esquire
Office of Regulatory Staff
Legal Department
PO Box 11263
Columbia SC 29211

Margaret Fox, Esquire
McNair Law Firm, PA
PO Box 11390
Columbia SC 29211



Carol Roof, Paralegal

June 1, 2006
Columbia, South Carolina

**BEFORE THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA
DOCKET NO. 2006-111-C**

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TESTIMONY OF WILLIAM HUBBARTT

1 **Q. Please state your name, business address and title.**

2 A. My name is William Hubbartt, and my business address is 420 North Dave Lyle Blvd.,
3 Rock Hill, SC 29730. I am the President and CEO of Navacore, LLC ("Navacore").

4 **Q. Please state your qualifications.**

5 A. I have over fifteen years experience in computer industries and telecommunications, eight
6 of which have been spent on operations and management of telecommunications
7 companies. I have formed and successfully operated two telecommunications
8 companies, Grand Valley Telecommunications, Inc. and Callingpoint, LLC, both out of
9 Colorado. My duties at Grand Valley Telecom included management of business
10 operations, carrier relations and contract administration. At Callingpoint, my duties
11 included management of business operations, LD integrations, VOIP technologies,

1 contract management and development of carrier products. I started Navacore in
2 October, 2005, with the desire to offer advanced telecommunications technologies to
3 customers in the Rock Hill, South Carolina area.

4 **Q. What is the purpose of your testimony?**

5 A. The purpose of my testimony is to present evidence describing the technical, managerial,
6 and financial fitness of Navacore to provide facilities-based and resold local exchange
7 and interexchange telecommunications services within the State of South Carolina. This
8 testimony will also describe the services to be provided by Navacore in its proposed
9 tariffs. Finally, my testimony will show that the public interest will be served by the
10 approval of Navacore's Application.

11 **Q. Are all of the statements in Navacore's Application correct and true to the best of**
12 **your knowledge, information and belief?**

13 A. Yes.

14 **Q. Do you wish to incorporate by reference any documents into this testimony?**

15 A. Yes. I wish to incorporate, by reference, the underlying Application filed in this
16 proceeding and its associated exhibits.

17 **Q. Do you ratify and confirm the statements and representations made in that**
18 **Application and all Exhibits attached thereto?**

19 A. Yes I do.

20 **Q. Has Applicant registered to do business in South Carolina?**

21 A. Yes. Applicant is a South Carolina Limited Liability company authorized to transact
22 business in South Carolina. The Company's Articles or Organization were attached to

1 the Application as Exhibit 1 and the Certificate of Existence was attached to the
2 Application as Exhibit 2.

3 **Q. Does Navacore have the requisite managerial and technical abilities to provide**
4 **service for which it has applied?**

5 A. Yes. Navacore has a team of experienced team of managers and officers, as evidenced
6 by the Management Profiles submitted as Exhibit 3 to the Application.

7 **Q. Please describe Applicant's financial abilities?**

8 A. Applicant will have adequate funds for its operations. Financial statements were attached
9 to the Application as Exhibit 4.

10 **Q. Please describe the technical and managerial qualifications of Navacore.**

11 A. Applicant's management team includes individuals with substantive experience in
12 successfully developing and operating telecommunications business. Consequentially,
13 the Company has the adequate internal technical resources to support its South Carolina
14 operations. This expertise in the telecommunications industry makes Applicant's
15 management team well qualified to operate its local exchange and interexchange
16 operations in South Carolina.

17 **Q. What services will Navacore offer?**

18 A. The Applicant plans to offer resold and facilities-based interexchange and local exchange
19 services, including operator services, to residential and business customers throughout the
20 geographic service territory of BellSouth.

21 **Q. Does the Company intend to offer prepaid debit card services in South Carolina?**

1 A. Not at this time. The Company is aware of this Commission's \$5,000 bond or certificate
2 of deposit requirement associated with prepaid debit card services, and will file such an
3 instrument with the Commission should the Company decide to offer these services.

4 **Q. How will Applicant bill for its services?**

5 A. Applicant will bill all of its end-user customers directly. Navacore does not intend to
6 utilize a billing agent in issuing bills for services rendered to end-users. Applicant will
7 not use a "billing clearinghouse" or other outside entity to issue bills to its customers. All
8 bills sent to end-user customers will bear the Company's name and provide a toll-free
9 number for customer inquiries and complaints.

10 **Q. How are trouble reports and customer complaints handled?**

11 A. Navacore has a toll-free number available for its customers to contact the Company with
12 billing and service related issues: 1-888-564-6238. Customers may contact the Company
13 with billing related issues twenty-four (24) hours a day, seven (7) days a week by using
14 the toll-free number.

15 **Q. Does the Company intend to publish telephone directories or file an operating area
16 map with the Commission?**

17 A. No. The Company will contract for the placement of its customer's information as
18 applicable and appropriate with the existing directory publishers. Accordingly, the
19 Company requests a waiver of Commission Rule 103-631. Because the Company will
20 operate within the existing service areas of the existing incumbent local exchange carriers
21 ("ILECs), the Company requests that it not be required to create and file any such
22 operating area map as required by Commission Rule.

23 **Q. By what method will the Company keep its financial records?**

1 A. The Company uses Generally Accepted Accounting Principles (“GAAP”). To the extent
2 that the Rules of the Commission require the use of the Uniform System of Accounts
3 (“USOA”), the Company requests a waiver in order that GAAP be allowed.

4 **Q. How will the Company market its services?**

5 A. Navacore will market its services via media – Radio, TV, newspaper, and direct mail.

6 **Q. Has the Applicant obtained authority to provide its services in any other states?**

7 A. Navacore has not applied for Certificates in any other states, but plans to apply for
8 certification in North Carolina in the future.

9 **Q. Please describe the proposed tariffs filed by Navacore.**

10 A. Navacore has included as Exhibits 5, 6 and 7 to the Application proposed tariffs for its
11 services, which contains the rules, regulations and rates for Navacore’s services.

12 Applicant proposes to offer telecommunications transport services to enterprise
13 customers and other carriers. I believe that Navacore’s tariffs will comport with all
14 applicable Commission Rules and Orders, and Navacore agree to make all changes
15 suggested by the ORS necessary to comply with all such applicable authority.

16 **Q. Will the Company provide any equipment or facilities in connection with its**
17 **services?**

18 A. The Company does not intend to provide customer premises equipment to its customers.

19 **Q. Will granting a Certificate serve the public interest of South Carolina consumers?**

20 A. A decision by the Commission to grant Applicant authority to provide local exchange and
21 interexchange telecommunications services is in the public interest. Applicant is well
22 qualified to operate as such a service provider in South Carolina. Consumers of
23 telecommunications services in South Carolina will receive the benefits of downward

1 pressure on prices, increased choice, improved quality of service and customer
2 responsiveness, innovative service offerings, and access to increasingly advanced
3 telecommunications technology. The market incentives for new and existing providers of
4 telecommunications services will be improved through an increase in the diversity of
5 suppliers and competition within the local exchange and interexchange
6 telecommunications market. Granting Navacore's Application would enhance the
7 development of competition in the local exchange and interexchange markets and provide
8 the consumers of South Carolina with all of the benefits described above.

9 **Q. Will Navacore offer service in areas served by rural telecommunications providers**
10 **or independent telecommunications providers?**

11 A. Navacore is requesting authority to provide telecommunications services in all areas on
12 the state.

13 **Q. Who is knowledgeable about Navacore's operations and will serve as the regulatory**
14 **and customer service contact?**

15 A. All ongoing compliance matters should be directed to my attention. Customer
16 complaints and billing matters should be directed to Navacore's main office located at
17 420 North Dave Lyle Blvd. Rock Hill, SC 29730 (803) 327-2754 or via email at:
18 billing@navacore.net

19 **Q. What regulatory treatment has Navacore sought in connection with this Docket?**

20 A. The Applicant requests that its business service offerings be regulated in accordance with
21 the principles and procedures established for alternative regulation in Orders Nos. 95-
22 1734 and 96-55 in Docket No. 95-661-C, and as modified by Order No. 2001-997 in
23 Docket No. 2000-407-C. Applicant also requests flexible regulation for its local

1 exchange telecommunications services as the Commission first granted in Order No. 98-
2 165 in Docket No. 97-467-C.

3 **Q. Will Navacore comply with all of the applicable rules, regulations and orders of the**
4 **Commission?**

5 A. Yes.

6 **Q. Does this conclude your testimony?**

7 A. Yes.